

Diamond Insert Tools

Market Assessment

Technology Trends Analysis & Competitive Intelligence to define future growth strategy



Quick overview

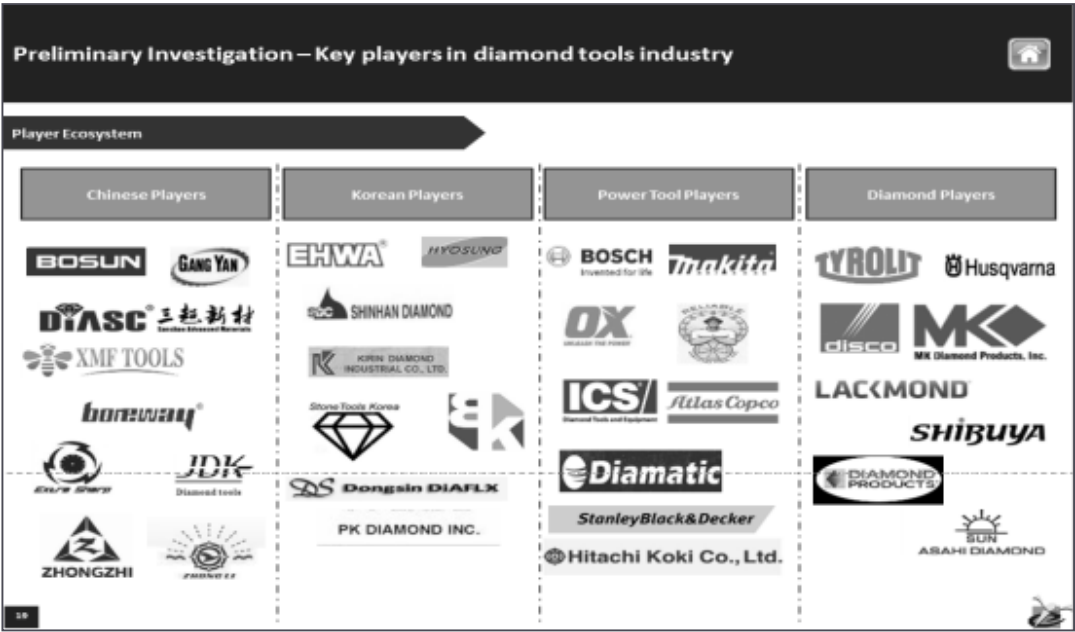
Increased competition with low-cost labour countries has brought pressure on the industry to increase the rate of innovation. There is an increasing focus on the grit distribution patterns to improve tool performance and lower machining costs. The engagement included insights on technology breakthroughs and competition

Client success details

This engagement helped the client gain insights into segment design/technology – mainly arrangement of diamonds, segment shape, and sintering process. Following questions were answered during the engagement:

- For arranged diamonds, what manufacturing technologies do they use?
- What is the trend in segment technology vis-à-vis diamond arrangement, shapes and designs, and sintering process?
- What is the competitive landscape? Which machines do competitors offer?
- Which technologies are used for arranging diamonds in segments?

Majority of the technological advancements are made by the Chinese manufacturers. Cutting and sawing are the key promising categories indicating the highest growth across the country”



FutureBridge conducted extensive secondary, primary (including expert interviews) and patent research to identify the technologies and competitor USPs. The output included the following

- An outlook on segment Design/Technology – diamonds arrangements, segment shape, sintering process.
- Recommendations on key technologies to focus on and the key competitors to track



Client was able to develop a technology roadmap for the next 10 years by prioritizing on the recommended technologies and discovering white spaces from competitive intelligence and customer need gap analysis

The client made product advancements in three specific product categories. Focusing on cutting and sawing offerings fetched the client 15% growth in the first year

About FutureBridge

FutureBridge tracks and advises on the future of industries from a 1-to-25 year perspective.

We keep you ahead on the technology curve, propel your growth, identify new opportunities, markets and business models, answer your unknowns, and facilitate best-fit solutions and partnerships using our platforms, programs, and access to global ecosystems and players.